

# Hope Pharmacy for Low-Income Uninsured Patients

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# Uninsured Nebraska & Iowa

- ❖ 10 - 14% of population - 673,884
- ❖ 67,000 - 94,500
- ❖ 3 county Metro Area
  - Omaha, Nebraska
  - Council Bluffs, Iowa
- ❖ 6.7% of total area population is Hispanic/Latino and growing fast, largely uninsured.
- ❖ 32% minority

# Hope Vision & Mission

- ❖ A comprehensive community health network for low-income uninsured and underserved in the Metropolitan Area.
- ❖ Coordinate health services for individuals that would otherwise go without.

# Hope Services

- ❖ Volunteers in Clinics
  - ❖ Medical and Dental Specialty
    - Volunteer Referral Network
  - ❖ Medical and Dental
    - Surgical Volunteer and Facility Network
  - ❖ Pharmacy
  - ❖ Interpreters
  - ❖ Transportation
  - ❖ Child Health
    - School sealants, dental care, asthma and obesity
  - ❖ Technology Sharing Among Clinics
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# Pharmacy Principles

- ❖ Access to affordable medications
- ❖ A consistent and reliable source of medication
- ❖ Efficient pharmacy management
- ❖ Pharmaceutical care to improve patient outcomes
- ❖ Bi-lingual, English and Spanish
- ❖ Shared pharmacy for multiple clinics
- ❖ Dispensing fees

# Hope Network Pharmacy

- ❖ Not open to the public
- ❖ Currently, must be a patient of specific clinics
- ❖ Clinics & Health Centers
  - One World Community Health Center  
(340B FQHC Hope is contract pharmacy)
  - Council Bluffs Community Health Center  
(340B FQHC Hope is contract pharmacy)
  - UNMC Family Health Care Center  
& Sharing Clinic (resident run)
  - Methodist Renaissance Clinic
  - Stephen Center MOBA Clinic
  - Other organizations



~~Bilingual English/Spanish~~

# Hope Rx Programs

## ❖ Pricing Strategy

- Pass savings on to patients
- Flat dispensing fees, 30, 60, 90 days
- Flat dispensing/admin fee MAP/PAP

## ❖ 3 Inventories

- 2-340b inventories, 1 Hope
- Inventory maintained in QS1 computer system

## ❖ “Central Fill” Pharmacy

- Patients bring, providers fax or call in prescriptions
- Patients pick up at Hope or Hope delivers to clinic for pick up by patient



# Hope Rx Programs

- ❖ Seek and manage grants to help support the cost of prescriptions
  - ❖ Extensive use of generics
  - ❖ Network formulary
  - ❖ Therapeutic substitution
  - ❖ OTC & Diabetic supply
  - ❖ TB physician dispensing at one clinic
  - ❖ Title X—Family Planning
    - Pharmacist Consultant
  - ❖ Formulary and drug costs program for providers on palm pilots
- 





# Hope Rx Programs

- ❖ Effective use of Pharmacy Assistance Programs (Hope MAP)
  - Standard application form
  - Hope completes various company applications
  - Expensive chronic medications-MAP
  - Balance cost of enrollment vs. drug cost vs. MAP (PAP) orders.
  - MAP meds run through RxAssist/VIH
  - Electronic MAP and certain clinics run through pharmacy QS1 computer system
  - Bulk programs
  - Current network use of VIH with 3 clinics
  - Automatic re-orders

# Hope Pharmacy Patients

- ❖ Federally Qualified Health Centers
  - All patients; however pharmacy does not currently take 3<sup>rd</sup> party and Medicaid
- ❖ Other Clinics
  - Low-income uninsured, not eligible for other assistance
- ❖ Organizations
  - As a payer source for 1 time medications
- ❖ Low-income—most at or below 200% of poverty; majority at poverty level



# Hope Pharmacy Funding Sources

## Federal

- ❖ HRSA HCAP
- ❖ BPHC Pharmacy Network grant
- ❖ Federally qualified community health centers

## State & Local

- ❖ State Homeless Assistance Trust Fund
- ❖ Family Foundations
- ❖ Patients
- ❖ Health Systems
- ❖ Service Leagues, Clubs, Individual medication support donors
- ❖ Space, telephone & shelving donation



# Hope Pharmacy

## PHS 340B Drug Program

- ❖ Created in 1992
- ❖ Provides discounts on outpatient drugs to covered entities
- ❖ Manufacturers that participate in Medicaid must also sign an agreement to participate in the 340B Drug Pricing Program



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# What are Covered Entities?

- ❖ Certain types of health safety net providers defined by Congress in section 340B of the Public Health Service Act.



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# Categories of Covered Entities

- ❖ Community Health Centers
- ❖ Migrant Health Centers
- ❖ Health Centers for public housing
- ❖ Health Centers for homeless
- ❖ AIDS clinics
- ❖ Black Lung Clinics
- ❖ Hemophilia Treatment centers
- ❖ Native Hawaiian health centers
- ❖ Urban Indian clinic/638 tribal centers
- ❖ Title X family planning clinics
- ❖ STD clinics
- ❖ TB clinics
- ❖ Certain Disproportionate Share Hospitals



# Local Covered Entities

- ❖ Federally Qualified Health Centers
  - One World
  - Charles Drew
  - Council Bluffs
- ❖ Indian Health Services
  - Fred LeRoy Health and Wellness Center
- ❖ DISH Hospitals
  - Nebraska Medical Center
  - Creighton University Medical Center; not eligible because of for profit status



# 340B Benefits

- ❖ Average savings 25-50%
  - for outpatient drugs
- ❖ Reduce price of drugs to patients
- ❖ Expand services offered to patients
- ❖ Increase number of sliding fee patients
- ❖ Prime Vendor-Wholesaler
  - Amerisource Bergan
  - Pricing changes



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# Hope Pharmacy

- ❖ Contracted pharmacy-federally qualified health centers
  - Purchase medication on the health center's behalf
  - Cannot dispense 340B drugs to patients who are not health center patients
  - Drug savings from the program are passed on to the patient



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# Patient Assistance Programs (PAPs)

- ❖ Programs available for most brand single source medications
- ❖ Manufacturer's set their own guidelines for their programs and vary considerably
- ❖ Different ways to access
  - Patient
  - Provider
  - Organization
  - Bulk
  - Product recovery

# PAP guidelines

- ❖ Income, usually < 200% FPL.
- ❖ Uninsured, some underinsured.
- ❖ Many accept non-citizens.
- ❖ Proof of Income usually required.
- ❖ Low Income Medicare-Senior Drug Cards.
- ❖ Provider must sign application and some need a prescription with application.



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# Processing Time

- ❖ Some Manufacturer's provide medication right away with vouchers at pharmacies
  - Glaxo Smith Kline
  - Pharmacia
  - Bayer
- ❖ Some electronic programs
- ❖ Most require 4-6 week processing time and send medication to provider's office



# Bulk PAP Programs

- ❖ Instead of 4-6 week processing, approved organizations have product on-site for qualified patients
- ❖ AstraZeneca, Lilly, Ortho McNeil
- ❖ Pfizer-Share the Care, PAP run through community health centers with an on-site pharmacy



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# Samples, too much of a good thing?

- ❖ Provider may get patient started on a costly medication that the patient cannot afford to buy on their own, when a less costly drug could have been effective
- ❖ Patients changing from one medication to another depending on available samples

# Hope Pharmacy Stats

- ❖ Pre-HCAP – supported 2,000 prescriptions at local pharmacies at Medicaid rates
- ❖ HRSA HCAP September 2001
- ❖ Pharmacy opened June 2002
  - Volume 30/week in June 2002
  - Current volume 100 scripts/day
  - do not accept any third party
  - MAP/PAP volume \$600,000+ annual donated
- ❖ 800 active patients in Hope MAP (PAP) programs
- ❖ Bulk programs with Astra Zeneca and Lilly



# How did we get here?

- ❖ Private funds to being Hope MAP (PAP) 2001
- ❖ HCAP Support 2001
- ❖ Bureau of Pharmacy Affairs 2001
  - HCAP Technical Assistance
  - Commun-i-care Assistance
- ❖ Registration with OPA
  - 340b clinics
- ❖ Nebraska Pharmacy Board Support



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# More on getting there

- ❖ Pharmacy Board Consultation (and updates)
- ❖ Pharmacy Advisory Committee
- ❖ Basic logistics established
- ❖ Pro-forma Financial Review
- ❖ Hire passionate bi-lingual pharmacist
- ❖ Pharmacy License
- ❖ Inventory
- ❖ Pharmacist Hires Staff
- ❖ Constant Pharmacy Pro-forma updates, monthly billing, reporting



# Resources

- ❖ Office of Pharmacy Affairs [opa.gov](http://opa.gov)
- ❖ Volunteers in Health Care  
[volunteersinhealthcare.org](http://volunteersinhealthcare.org)
- ❖ Rx Assist <http://www.rxassist.org>
- ❖ NeedyMeds <http://www.needymeds.com>
- ❖ RxHope <http://www.rxhope.com>
- ❖ PhMRA <http://www.helpingpatients.org>
- ❖ Nebraska Resource Referral System  
<http://www.answers4families.org/nrrs/>



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# Resources

## ❖ Patient Based

- The Medicine Program  
[www.themedicineprogram.com](http://www.themedicineprogram.com)
- We Care Medical Mall  
800-380-MEDS (6337)
- The Patient Assistance Network  
[www.patientassistanancenetwork.org](http://www.patientassistanancenetwork.org)  
202-595-1038



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# Hope Contact Information

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